

## Message Text

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PAGE 01 KUWAIT 00998 201228Z

ACTION COME-00

INFO OCT-01 NEA-10 EB-08 ISO-00 /019 W

-----201233 118286 /10

R 201140Z FEB 77

FM AMEMBASSY KUWAIT

TO USINT BAGHDAD

INFO SECSTATE WASHDC 7340

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FOR BIM/TYRRELL FROM RUAN 18 FEB AFTERNOON

E.O. 11652: N/A

TAGS: BEXP IZ

SUBJECT: FEB 77 EDP TECH SEMINAR: IRAQ WRAP UP

REF: FRANKFURT 619

SUMMARY: BLOOM SOMEWHAT OFF ROSE PORTRAYED IN RUAN'S  
17 FEB PRELIM WRAPUP SENT FROM BAGHDAD RE SUBJECT SEMINAR  
TEAM'S APPEARANCE. INCIDENT INVOLVING TEAM BERM HONEY-  
WILL TO BE REPORTED IN USINT SEPTTEL LIKELY CONTRIBUTING  
FACTOR. STILL, VALUE GAINED IN INSIGHTS FOR STRUCTURING  
FUTURE SEMINARS, AND PROJECTED SLAES MAY EXCEED 2.4 MILLION  
DOLLARS. END SUMMARY.

1. RUAN'S 17 PRELIM WRAPUP CABLE DRAFTED PRIOR TO SUBJECT  
SEMINAR TEAM'S FINAL PRESENTATIONS EVENING 17 FEB. DURING  
APPOINTMENTS WITH CERTAIN GOI EDP OFFICIALS THAT DAY, TWO  
TEAM MEMBERS RECEIVED CRITICISMS THAT (1) TECHNICAL  
LEVEL OF PRESENTATIONS TOO ELEMENTARY, (2) IRAQIS ALREADY  
KNEW INFO

IMPARTED BY TEAM, AND (3), PER ONE SPOKESMAN  
"DON'T KNOW WHY YOU ARE HERE IF YOU AREN'T GOING TO

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PAGE 02 KUWAIT 00998 201228Z

TRANSFER ELEMENTS OF TECHNOLOGY TO US."

2. FOREGOING CRITICISM IN MARKED CONTRAST TO CLOSE  
ATTENTION PAID TEAM SPEAKERS BY AUDIENCE AND GENERAL  
LEVEL OF QUESTIONS POSED BY ATTENDEES. ALSO, ATTENDANCE  
HELD UP WELL OVER THREE DAYS OF PRESENTATIONS, DROPPING  
ONLY FROM 63 FIRST DAY TO 60 SECOND DAY AND 52 LAST

DAY.

3. NOTE THAT LAST DAY SESSION FOLLOWED ON HEELS OF DISPUTE BETWEEN LOCAL SEMINAR HOST NATIONAL COMPUTER CENTER (NCC) AND HONEYWELL'S TSILIKOUNAS (ACCOMPANYING TEAM MEMBER KING GILLIES) AND LOCAL AGENT PHILIPPE BLAIN OVER FINAL NCC ACCEPTANCE OF AND PAYMENT FOR HONEYWELL COMPUTERS. EVIDENT EFFECT ON SEMINAR WAS NON-APPEARANCE

OF NCC DIRECTOR/HOST HILAL AL-BAYATI AFTER FIRST DAY MORNING MEETING WITH TEAM IN HIS OFFICE. AT SUBSEQUENT 15 AND 17 FEB TEAM AND USINT RECEPTIONS AND AT 16 FEB NCC LUNCHEON, NCC GROUP LED BY DEPUTY DIRECTOR SHUBBAR.

4. STILL, RELATIONSHIP BETWEEN TEAM MEMBERS AND IRAQI SIDE PROVED EXCEPTIONALLY FRIENDLY, ESPECIALLY AT RECEPTIONS. IRAQI GUESTS WERE MOST FRANK AND FORTHCOMING, PARTICULARLY WHEN ASKED TO CRITIQUE SEMINAR SESSIONS.

5. ADDITIONAL HIGHLIGHT OF TEAM VISIT WAS 16 FEB DINNER AT HOME OF IRAQI INDUSTRIALIST ABDUL WAHAB AL-BUNNIA. AFTER INITIAL INDICATION THAT DINNER DATE COULD NOT BE KEPT DUE TO DOCTOR'S APPOINTMENT, BUNNIA SENT HIS ELDEST SON TO COMMOFF KEISWETTER'S HOME TO FETCH TEAM. RESULT WAS IMPRESSIVE EVENING WITH A JOVIAL BUNNIA.

6. FORM DIB-411P REPORTS REFLECT, AS EXPECTED, NO IMMEDIATE SALES, BUT 12-MONTH PROJECTIONS RANGING FROM 2,410,000 TO 3,900,000 DOLLARS. THIS INCLUDES TWO MILLION LIMITED OFFICIAL USE

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PAGE 03 KUWAIT 00998 201228Z

BY HONEYWELL AND EXCLUDES DATA GENERAL AND MEMOREX. WHOSE REPORT NOT COMPLETED. NOTE THAT HONEYWELL/TASILIKOUNAS NOW FEELS DISPUTE WITH NCC HAS WANED AND CORDIAL RELATIONS WILL BE REESTABLISHED.

7. HONEYWELL MIFFED THAT APPOINTMENTS ON REQUEST LIST LOST IN RUAN LUGGAGE PER REFTEL NOT MADE DUE TO NON-RECEIPT BY RUAN OR USINT OF REQUESTED DUPLICATE COPY OF LIST.

8. USINT WRAPUP CABLE ON SEMINAR TEAM VISIT WILL REPORT ON BUDGET, PUBLICITY, SEMINAR SESSIONS, APPOINTMENTS, AND HOSPITALITY DETAILS AND WILL INCLUDE NAMES OF NCC DIVISION CHIEFS.

9. FOR BAGHDAD: PLEASE CABLE NAMES OF NCC DIVISION CHIEFS TO RUAN IN JIDDA OR MANAMA FOR PASSAGE TO TEAM SUTHERLAND

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## Message Attributes

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**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009